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PROJECT OUTLINE

10 January 1956

Project Cryptonym or Subject: Research to Develop a Test of Social Intelligence

Sub-Project Cryptonym or Identification: NA

Amendment No. NA

Originating Division: Office of Training

a. Office Chief: Matthew Baird, [REDACTED]

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b. Staff Chief : [REDACTED]

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c. Case Officer: NA

Target Area: NA

Type of Project : External Research

Financial Mechanism : Contract

Funds Requested : FY 1956 - \$ 1550.00  
FY 1957 - 7056.10  
FY 1958 - 3734.56

Current Status : New

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1. **OBJECTIVE:** To develop a test for measuring an individual's social intelligence to be used in assessment of potential case officers and/or supervisors. No such assessment tool is now available and no development efforts other than those herein referred to are being made. Because of the fact that preliminary work has been accomplished, and sound research plans are already being executed, the possibilities for eventual success are high.
2. **ORIGIN and POLICY GUIDANCE:**
  - a. **Origin.** Social intelligence is the psychological basis for smooth human relations, a central element in supervisory skill, and an indispensable basis for those dealing with foreign agents. A test which would measure the social intelligence of an individual would aid greatly in the psychological assessment of personnel.
  - b. **Whence proposed.** Headquarters.
3. **SITUATION:** Agency needs to select persons who are especially sensitive to cues that indicate a subordinate's or an agent's motives, intentions and attitudes. Present assessment techniques are weak in this respect.
4. **PROPOSAL:** A research proposal aimed at the development of such a test has been prepared by the [REDACTED] psychologists in consultation with representatives of the Assessment and Evaluation Staff, Office of Training, and the [REDACTED]. This proposal is based upon preliminary experimental work conducted by the [REDACTED] and a thorough review of previous efforts in this field. The project is continuing at a slow pace. The research proposal calls for the intensification of effort, the use of adult groups comparable to Agency population, and the collection of background information about their experimental groups to make their findings useful to the A & E Staff. Plans also call for studying and trying out novel test procedures, including sound recordings, film strips, and movies--procedures that A & E Staff believes are promising, if not absolutely essential, for use in this field.

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5. OPERATIONAL OUTLINE:

- a. Subproposals or "tasks." NA
- b. Key personnel. [REDACTED] psychologists, who appear to be the most knowledgeable and qualified to conduct the study.
- c. Indigenous groups and/or leaders. NA
- d. Target Groups. NA
- e. Duration. 1 February 1956 - 15 September 1957.
- f. Graphic illustrations. NA

6. SECURITY:

- a. Cover. The project will be operated as a contract from ONR to the [REDACTED]

[REDACTED]

- c. Operational security. The contract would be negotiated from ONR to the [REDACTED]. This procedure has been followed on several occasions in the past with success.

- d. Risks. NA
- e. Personnel disposal. NA
- f. Disaster Plan. NA

7. COORDINATION:

- a. Relation to other projects. [REDACTED] has indicated that the proposed research does not duplicate any existing effort, to his knowledge, under contract to the Navy, the Air Force, or the National Institutes of Health. Dr. Aaron Nadai, Research and Development

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Board, Office of the Secretary of Defense, is likewise unaware of any research activities duplicating those proposed herein. A review of government-supported research, prepared by the National Science Foundation, fails to show any other research projects on the development of a Social Intelligence Test.

- b. Significance within over-all program in area. NA.
- c. Extent of coordination. See paragraph 7a, above. Discussions have been held with representatives of the [REDACTED] and ONR. ONR has agreed to our operating this as an ONR-[REDACTED] contract.

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#### 8. CONTROL:

- a. Nature of. Liaison with ONR should be vested in the Chief, Assessment and Evaluation Staff, Office of Training.
- b. Administrative Plan. NA
- c. Reports. No unusual reports procedure.

#### 9. BUDGET DATA:

- a. Total over-all CIA funds required for Fiscal Year 1956 - 1956: \$12,350.00
- b. Availability of CIA funds required. The A & E Staff has so far in Fiscal Year 1956 not encumbered any portion of the \$50,000 budgeted for external research.
- c. Non-CIA funds. NA
- d. Foreign currency. NA
- e. Funding. Funds in the amount of \$12,350.00 are available in the FY 1956 budget for transfer to ONR for use in implementing this proposal.
- f. Financial history. NA
- g. Future requirements. NA

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10. SUPPORT DATA:

- a. Total CIA personnel. NA.
- b. Training. NA.
- c. Material. NA.
- d. Communications. NA.
- e. Other CIA support.
- f. Support required from other United States Agencies. See paragraph 7c, above.

11. GENERAL CONSIDERATIONS:

- a. Current status. Preliminary experimental work has been conducted by the [REDACTED] not sponsored by CIA.
- b. Commitments. Approval of this proposal would result in a contract with the [REDACTED] No termination problems are envisaged.
- c. Effectiveness. NA.
- d. Anticipated results. See paragraph 1 above.
- e. Evaluation. The project will be evaluated in terms of the applicability of the test to assessment of Agency personnel. No special support to effect evaluation (other than that of the normal activities of the Assessment and Evaluation Staff, OTR) is anticipated.
- f. Policy questions. NA.
- g. Congress. NA.
- h. Extra-Agency action. It is considered desirable to contract development of this test for two principal reasons. First, personnel are not now available in the Assessment and Evaluation Staff to devote to the project. Secondly, the preliminary work necessary has been conducted by the

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**[REDACTED]** psychologists, and it would be most economical to contract with them to continue the project.

- i. Proprietary companies. NA.
- j. Special considerations. NA.
- k. Liquidation. NA.

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